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Message Text

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PAGE 01 STATE 095571

11
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66619
DRAFTED BY IO/CMD HHOFFMAN
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---------- 037247
R 250002Z APR 75
FM SECSTATE WASHDC
TO AMEMBASSY VIENNA

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FOLLOWING REPEAT BUCHAREST 1395 ACTION SECSTATE INFO LIMA
APR 01

QUOTE

LIMITED OFFICIAL USE BUCHAREST 1395

E.O. 11652: N/A
TAGS: UNIDO, TECH, EGEN, RO, EINV
SUBJ: UNIDO RESOLUTIONS ON TECHNOLOGY TRANSFER AND
INSURANCE SYSTEM FOR GUARANTEEING CONTRACTS BETWEEN
LDC'S AND INDUSTRIALIZED COUNTRY ENTERPRISES

REFS: (A) LIMA 2439 (B) STATE 067627 (C) LIMA 2418 (D) LIMA 2416

1. AFTER REVIEWING REFTELS AND SUBSEQUENT PRESS REPORTS, EMBASSY BELIEVES THAT ALTHOUGH THESE TWO UNIDO RESOLUTIONS MAY BE OF LIMITED PRACTICAL EFFECT IN MANY AREAS, THEY PERHAPS HAVE A SPECIAL RELEVANCE TO THE KINDS OF PROBLEMS WHICH HAVE DEVELOPED IN US-ROMANIAN INDUSTRIAL COOPERATION. DEMANDS FOR UNREASONABLE CONTRACT GUARANTEES HAVE BEEN A MAJOR FACTOR IN THE SLOWNESS OF US FIRMS TO RESPOND TO INVESTMENT AND LICENSING OPPORTUNITIES HERE, AND HAVE LED TO LONG DELAYS AND OCCASIONAL FAILURE IN NEGOTIATION OF BOTH LICENSES AND EQUIPMENT SALES. THE INSISTENCE ON SUCH GUARANTEES IS IN TURN A REFLECTION OF
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UNREALISTIC CONCEPTS OF TRANSFER OF PRIVATELY-DEVELOPED TECH-

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NOLOGY. WE WOULD THUS LIKE TO BE ABLE TO USE THE RESULTS OF THE LIMA CONFERENCE AS AN EXAMPLE OF AN UNREALISTIC APPROACH HAMPERING BILATERAL ECONOMIC RELATIONS, IN INFORMAL DISCUSSION OF LOCAL CASES WITH OUR CONTACTS IN THE MINISTRY OF EXTERNAL AFFAIRS AND THE MINISTRY OF FOREIGN TRADE AND INTERNATIONAL ECONOMIC COOPERATION. TO DO SO, WE NEED TO BE SURE WE HAVE AN ADEQUATE UNDERSTANDING OF THE RESULTS OF THE UNIDO MEETING.

2. ACTION REQUESTED: WE WOULD PARTICULARLY APPRACIATE RECEIVING FINAL TEXTS OF THE TECHNOLOGY TRANSFER AND CONTRACT GUARANTEE RESOLUTIONS, IF THEY DIFFER FROM REFTELS, AS WELL AS IMPRESSIONS OF THE CONTEXT IN WHICH THEY WERE CONCLUDED. SOME INDICATION OF THE ROLE PLAYED BY ROMANIA WITH THE G-77 AND WITH THESE TWO RESOLUTIONS IN PARTICULAR WOULD BE MOST HELPFUL.
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